

Message Text

SECRET

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ACTION ARA-20

INFO OCT-01 ISO-00 CIAE-00 PM-07 H-03 INR-11 L-03 NSAE-00

NSC-07 RSC-01 PRS-01 SP-03 SS-20 EB-11 AID-20 OMB-01

TRSE-00 MC-02 EUR-25 FRB-03 XMB-07 CIEP-03 IGA-02

DRC-01 /152 W

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R 261510Z JUL 74

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 1159

INFO SECDEF

DEPTARMY FOR SA CALLAWAY

DIA

CINCSOUTH

AMEMBASSY BRASILIA

AMEMBASSY LA PAZ

AMEMBASSY QUITO

AMEMBASSY SANTIAGO

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EO 11652 N/A

TAGS: MASS, MILI, OVIP, PFOR, PE

SUBJECT: ARMY SECRETARY CALLAWAY'S VISIT TO LIMA

1. SUMMARY. THE EMBASSY BELIEVES THAT ARMY SECRETARY CALLAWAY'S JULY 17-20 VISIT TO LIMA WAS VERY SUCCESSFUL HELPING TO DEMONSTRATE

PUBLICLY THAT U.S.-PERUVIAN RELATIONS ARE NORMAL AND FRIENDLY; LOCAL PRESS COVERAGE WAS EXCELLENT. PERUVIAN OFFICIALS WENT OUT OF THEIR WAY TO GIVE MR. CALLAWAY A WARM RECEPTION AND EMPHASIZE THEIR DESIRE FOR GOOD RELATIONS.

2. PRIME MINISTER MERCADO GREETED SECRETARY CALLAWAY AT THE AIRPORT WHERE HONORS WERE RENDERED. THE DAY OF HIS ARRIVAL, THE SECRETARY MET WITH THE COUNTRY TEAM AND IN THE EVENING ATTENDED A RECEPTION HOSTED BY GENERAL MERCADO.

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3. ON JULY 18, MR. CALLAWAY ACCOMPANIED BY THE AMBASSADOR CALLED ON THE PRIME MINISTER AND ON PRESIDENT VELASCO. FOLLOWING INTRODUCTIONS AND PLEASANTRIES THE PRESIDENT REFERRED TO PRESS REPORTS WHICH CLAIMED THAT THE MAIN REASON FOR SECRETARY CALLAWAY'S SOUTH AMERICAN TRIP WAS TO INCREASE U.S. CREDITS TO CHILE. THE SECRETARY WAS ABLE TO CORRECT THE RECORD AND ASSURED THE PRESIDENT OF OUR "EVEN-HANDED" POLICY IN FMS MATTERS. VELASCO ECHOED THE LINE EXPRESSED EARLIER BY MERCADO THAT PERU MUST SEEK ARMS ELSEWHERE WHEN THE U.S. WILL NOT SELL. (MERCADO HAD MADE THE POINT SEVERAL TIMES THAT PERU HAD BOUGHT SOVIET TANKS ONLY AFTER THE U.S. HAD SUSPENDED FMS TO PERU.) VELASCO, LIKE MERCADO, SAID THAT PERU'S ARMS PURCHASES WERE FOR NECESSARY MODERNIZATION AND NOT TO MAKE WAR....A THEME THAT BOTH MEN HAD GONE OUT OF THEIR WAY TO EMPHASIZE IN PREVIOUS CONVERSATIONS WITH THE AMBASSADOR. (IN THOSE CONVERSATIONS THEY HAD SPECIFICALLY DISAVOWED ANY BELLICOSE INTENTIONS TOWARD CHILE.) VELASCO SAID THAT THAT BECAUSE ARMS PURCHASE TAKE MONEY AWAY FROM NATIONAL DEVELOPMENT THEY MUST SEEK OUT THE BEST POSSIBLE PRICE AND CREDIT TERMS IN THEIR MODERNIZATION EFFORTS. THE PRESIDENT ASKED RHETORICALLY IF THE U.S. THOUGHT PERU IS A COMMUNIST COUNTRY AND THEN ANSWERED HIS OWN QUESTION BY SAYING THAT THE MILGOV'S REFORMS WERE ENACTED TO PREVENT COMMUNISM FROM TAKING HOLD IN PERU. (IN EARLIER CONVERSATION HE HAD TOLD AMBASSADOR THAT 1968 TAKE OVER WAS SPARKED BY INTELLIGENCE REPORTS THAT LIMA WAS ABOUT TO BE TAKEN OVER BY MOBS FROM THE SLUM AREA LED BY THE COMMUNISTS OR THE APRISTAS.) VELASCO SPOKE FAVORABLY OF MILITARY TRAINING IN THE U.S. RECEIVED BY PERUVIAN OFFICERS AS WELL AS HIS OWN GOOD EXPERIENCE AT WALTER REED HOSPITAL. HE REFERRED TO U.S. HELP TO CHILE NOTING THAT CHILE IS NOT IN A POSITION TO SPEND MONEY (ON ARMS) BECAUSE OF ECONOMIC NEEDS. THE AMBASSADOR TOOK THE OCCASION TO INFORM VELASCO OF CAB'S FAVORABLE RECOMMENDATION ON AERO-PERU'S REQUEST FOR PERMISSION TO FLY TO THE U.S. VELASCO PRAISED PRESIDENT NIXON'S FOREIGN POLICY.

4. SECRETARY CALLAWAY MET TWICE WITH PRIME MINISTER MERCADO. AT THE FIRST MEETING ON JULY 18 MERCADO REFERRED TO PERU'S DIFFICULTIES IN OBTAINING EJECTION CARTRIDGES FOR PERUVIAN AIR FORCE PLANES AS AN EXAMPLE OF THE TYPE LIMITATION PLACED ON PERU IN THE PAST. HE ALSO PHILOSOPHISED THAT U.S. AND PERUVIAN ARMY OBJECTIVES HAVE NOW CHANGED. (HE SAID IT IS PERU'S POSITION THAT ITS ARMY NEED NOT WORRY ABOUT EXTRA-TERRITORIAL ATTACK BUT MUST INSTEAD CONCENTRATE ON NATIONAL DEVELOPMENT AND REPELLING ECONOMIC AGGRESSION.) MERCADO ALSO CLAIMED THAT PERU IS NOT GOING TO ATTACK ANYONE WITH ITS NEW EQUIPMENT BUT SIMPLY WANTS TO MODERNIZE ITS ARMY. HE REFERRED TO A CONVERSATION HE HELD WITH FORMER AMBASSADOR BELCHER, DURING WHICH HE REVIEWED PERUVIAN ARMY NEEDS AND SHOWED THE AMBASSADOR AT WHAT PRICE THE SOVIETS

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WERE OFFERING MATERIEL. BECAUSE OF USG FAILURE TO RESPOND OR COMPETE, HE SUGGESTED, THE PERUVIAN ARMY BOUGHT SOVIET TANKS. MERCADO SAID THAT THIS WAS BUT A PIECE OF PAST HISTORY BETWEEN OUR TWO ARMIES. HE SAID THAT THE GREENE AGREEMENT HAD CHANGED THINGS A GREAT DEAL. HE ADDED THAT U.S. HAD NOW OPENED ITS DOORS AND THAT PERUVIAN ARMY HAD PURCHASED ARMORED PERSONNEL CARRIERS (APC'S) MERCADO WAS ALSO HAPPY ABOUT \$45 MILLION IN FMS CREDITS FOR FY 1974 AND HOPEFUL FOR MORE. HE THEN TURNED TO THE SUBJECT OF US FMS ASSISTANCE TO CHILE. HE EXPRESSED HIS FEELING THAT THE U.S. DISCRIMINATES IN FAVOR OF CHILE. THE SECRETARY SAID THAT HE PREFERRED NOT TO GO INTO THE PAST BUT SAID THAT HE COULD ASSURE MERCADO THAT NO SUCH DISCRIMINATION EXISTED TODAY. MERCADO SAID HE WAS CONFIDENT THAT IN THE FUTURE, PARTICULARLY IN LIGHT OF THE GREENE AGREEMENT. U.S.-PERUVIAN RELATIONS WOULD CONTINUE TO IMPROVE AND THAT PERU WOULD RECEIVE TREATMENT AT LEAST EQUAL TO THAT RECEIVED BY CHILE. HE SAID PERU'S LARGER POPULATION AND GREATER POTENTIAL WOULD JUSTIFY EQUAL OR BETTER TREATMENT. HE ASKED ABOUT FY 75 FMS CREDIT LEVELS.

5. IN REPLY, SECRETARY CALLAWAY EMPHASIZED U.S. - PERUVIAN FRIENDSHIP, NOTING THAT WE DID NOT DISCRIMINATE IN FAVOR OF CHILE AND THAT EQUAL TREATMENT WAS OUR GOAL. HE SAID USG HAD ADVANCED APC DELIVERIES TO THE PERUVIAN ARMY TO SHOW GOOD FAITH. HOWEVER, U.S. IS CONCERNED THAT TRAINING, AND SPARE PARTS DELIVERIES, MIGHT BE DISRUPTED BY AN ACCELERATED APC DELIVERY SCHEDULE. THE SECRETARY MENTIONED THAT PERU HAD YET TO REQUEST A SPARE PARTS PACKAGE AND INDICATED, IN RESPONSE TO PERUVIAN REQUEST, THAT THE U.S. ARMY COULD SEND A TECHNICAL TEAM TO PERU TO ASSIST IN DETERMINING PARTS REQUIREMENTS. (PERU KNOWS THAT THEY ARE EXPECTED TO PAY FOR SUCH A VISIT.) MR. CALLAWAY ALSO NOTED THAT MORE THAN \$20 MILLION IN FMS CREDITS FOR FY 75 HAD BEEN REQUESTED FROM CONGRESS ALTHOUGH WE HAD NO CLEAR INDICATION AS TO WHAT AMOUNT WOULD BE AUTHORIZED. THE SECRET

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SECRETARY URGED THAT THE PERUVIAN ARMY PROVIDE AMPLE JUSTIFICATION OF ITS REQUIREMENTS TO THE MAAG IN PERU SO THAT THE DEFENSE DEPARTMENT MAY REQUEST REALISTIC AMOUNTS OF CREDIT.

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TRSE-00 MC-02 EUR-25 XMB-07 CIEP-03 IGA-02 DRC-01

/149 W

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R 261510Z JUL 74

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 1160

INFO SECDEF

DEPTARMY FOR SA CALLAWAY

DIA

CINCSOUTH

AMEMBASSY BRASILIA

AMEMBASSY LA PAZ

AMEMBASSY QUITO

AMEMBASSY SANTIAGO

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6. ON JULY 19, PRIME MINISTER MERCADO CHAIRED A MEETING ON PERUVIAN ARMY LOGISTICAL REQUIREMENTS. MERCADO DISCUSSED THE ARMY'S REQUEST FOR 280 ADDITIONAL APC'S. HE STATED THAT THE ARMY WOULD LIKE TO USE \$7.042 MILLION OF THE FY 74 FMS CREDIT FOR THE PURCHASE OF THESE ADDITIONAL APC'S. MR. CALLAWAY WAS NONCOMMITTAL NOTING THAT AS YET THE SECOND GROUP HAD NOT BEEN APPROVED. MERCADO ASKED WHY THE ADDITIONAL APC'S WOULD BE SOME 50 PERCENT MORE EXPENSIVE THAN THOSE ORDERED EARLIER. HE CONTRASTED THIS WITH THE FIXED PRICE AT WHICH HE HAS BEEN ABLE TO PURCHASE SOVIET TANKS. A MAAG REPRESENTATIVE EXPLAINED OUR FREE ENTERPRISE PROCESS WITH FLUCTUATING COSTS IN CONTRAST TO SOVIET PROCESS AND EXPLAINED THAT THE ESTIMATE FOR THE SECOND BATCH OF APC'S WAS BASED ON DELIVERY DATES SEVERAL YEARS IN THE FUTURE. DELIVERY DATES FOR THE FIRST ORDER OF 131 APC'S WERE DISCUSSED AND MERCADO STATED THAT HE HAD BEEN PROMISED BY A U.S. REPRESENTATIVE (WHOSE NAME HE COULD NOT RECALL BUT WHO

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MIGHT HAVE BEEN PETER FLANIGAN) THAT 30 OF THEM WOULD ARRIVE IN PERU BY NOVEMBER 1974. SECRETARY CALLAWAY SAID THAT HE WOULD LOOK INTO THE MATTER BUT COULD GUARANTEE NOTHING. MERCADO LATER TOLD US HE WANTED THIS EARLY DELIVERY SO HE COULD DISPLAY U.S. EQUIPMENT IN A DECEMBER PARADE TO COUNTER-BALANCE THE SOVIET TANKS HE HAD ACQUIRED.

7. ONE OF MERCADO'S AIDES REVIEWED A PLAN TO PURCHASE 54 NEW U.S. ENGINES FOR M-4 TANKS AND HAVA A CANADIAN COMPANY INSTALL THEM. PERU WANTS ONE COPY OF THE ENGINE NOW TO TEST THE PRACTICALITY OF THE IDEA. THE SECRETARY SAID HE WOULD LOOK INTO THIS MATTER BUT NOTED THAT WE COULD NOT BE RESPONSIBLE FOR SUITABILITY OF THAT ENGINE IN M-4 TANKS.

8. A PERUVIAN OFFICER ESTIMATED THAT ITS SHARE OF FY 75 FMS SHOULD BE \$15 MILLION. THE SECRETARY MADE IT CLEAR THAT IT IS TOO LATE TO TRY TO JUSTIFY FY 75 CREDIT UNLESS AN EXTREMELY GOOD CASE CAN BE MADE. HE ALSO EXPLAINED THAT FUTURE CREDIT LEVELS CANNOT BE GUARANTEED AND THAT A GREAT DEAL WILL DEPEND ON THE KIND OF CASE PERU MAKES.

9. MERCADO ALSO REQUESTED INFORMATION ON AVAILABILITH ON ANTI-AIRCRAFT ARTILLERY FOR THE ARMY. THE SECRETARY REPLIED HE WEOULD BE HAPPY TO FURNISH INFORMATION.

10. A MEMBER OF MERCADO'S GENEAL STAFF REVIEWED PERU'S DESIRE FOR ADDITIONAL SPACES IN U.S. ARMY TRAINING SCHOOLS. MR. CALLAWAY REPLIED THAT THIS WOULD BE DIFFICULT DUE TO REDUCTIONS IN MAP TRAINING. THE STAFF MEMBER THEN ASKED WHO WOULD BE PAYING FOR APC TRAINING TEAMS EARLIER MENTIONED; IF PERU HAD TO PAY, THE TEAMS WOULD HAVE TO BE SMALL. THE SECRETARY REPLIED THAT PERU MUST PAY COSTS WHICH ARE IN EXCESS OF MAP TRAINING FUNDS.

11. MERCADO SAID THAT HE WANTED TO SPEAK FRANKLY. THERE SHOULD NOT BE CREDIT DISCRIMINATION, HE STATED. PERU WANTS AT LEAST THE SAME AMOUNT AS CHILE. PERU DOES NOT HAVE WAR IN MIND. IT KNOWS THAT CHILE IS NOT IN AN ECONOMIC POSITION TO REQUEST CREDITS (BUT PERU IS).

12. SECRETARY CALLWAY SAID THAT THE MEETING HAD GIVEN HIM A SECRET

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BETTER UNDERSTANDING OF AND FEELING FOR THE PROBLEMS AND NEEDS OF THE PERUVIAN ARMY. HE PROMISED TO DO WHAT HE COULD TO TRY TO MEET THOSE NEEDS, STATING THAT HE WOULD IMMEDIATELY LOOK INTO; THE POSSIBILITY OF DIVERTING 30 APC'S FROM U.S. ARMY TO PERU BY NOVEMBER 1974 BUT NO PROMISE WAS MADE; HE FURNISHING OF A CUMMINS ENGINE FOR M-4 TANKS; EQUIPMENT FOR TECHNICAL TRAINING SCHOOL; AND ALTERNATIVES FOR FMS CREDITS AND PAYMENTS. HE SAID THAT HE IS PLEASED TO SEE THAT PERU HAS A SUPERIOR GROUP OF OFFICERS AND THAT FUTURE CREDITS AND ACQUISITIONS WILL BE BACKED UP BY PERUVIAN ARMY JUSTIFICATIONS. THE SECRETARY NOTED THAT HE UNDERSTOOD CLEARLY PERU'S DESIRE FOR NON-DISCRIMINATORY CREDITS. HE EXPLAINED THAT HE WAS VISITING ECUADOR, PERU, AND CHILE BECAUSE NO SENIOR U.S. ARMY OFFICIAL

HAD DONE SO IN MANY YEARS; THAT HIS PURPOSE WAS TO KNOW THE COUNTRIES AND NOT TO DISCRIMINATE IN FAVOR OF ANY ONE OF THEM; THAT HE WAS ENCOURAGED BY MERCADO'S STATEMENT THAT PERU IS NOT PREPARING FOR WAR; THAT HE WANTS TO BE HELPFUL TO PERU'S ARMY MODERNIZATION PLANS; AND THAT HE FEELS PERU AND U.S. CAN NOW LOOK TO A BETTER FUTURE RELATIONSHIP. MERCADO EXPRESSED HIS PLEASURE FOR THE SECRETARY'S VISIT NOTING THAT PERU EXPECTS CREDITS AND TRAINING TO BE IMPROVED AS A RESULT.

13. AT A LUNCHEON FOR THE SECRETARY HOSTED BY MERCADO TO WHICH KEY MEMBERS OF THE ARMY GENERAL STAFF WERE INVITED, THE PRIME MINISTER MADE SOME RATHER POINTED REMARKS WHILE TOASTING THE SECRETARY. IN HIS OFF-THE-CUFF TOAST, LADEN WITH MERCADO'S THIRD WORLD RHETORIC, MERCADO CLAIMED THAT LATIN AMERICAN STATES WOULD NOT TAKE ACTION ON ANY FRONT WITHOUT PERU. HE BOASTED THAT PERU WILL REMAIN INDEPENDENT AND FOLLOW ITS OWN PATH REGARDLESS OF WHAT ANY OTHER COUNTRY THINKS; THAT THE U.S. CLOSED ITS DOORS TO PERU AND PERU BOUGHT SOVIET TANKS ON THE 29TH OF JULY AND HOPES RPT HOPES TO PARADE U.S. APC'S ON THE 19TH OF DECEMBER. THE PRIME MINISTER DECLARED THAT PERU IS ARMING TO DEFEND ITSELF AND INTENDS TO FOLLOW A PEACEFUL PATH.

14. THE FMS AND MAP QUESTIONS DISCUSSED DURING THE SECRETARY'S VISIT ARE BEING ACTED UPON BY THE MAAG MISSION.

15. UPON SECRETARY CALLAWAY'S DEPARTURE, THE PRIME MINISTER TOLD REPORTERS THAT THE U.S. WAS IN PROCESS OF GRANTING PERU
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A \$20 MILLION MILITARY CREDIT AFTER A PERIOD DURING WHICH SUCH CREDITS HAD BEEN SUSPENDED. MERCADO SAID THAT THE TERMS WERE VERY FAVORABLE AND THAT MONEY WOULD BE USED IN NEXT FISCAL YEAR, I.E. FY 75. MERCADO EMPHASIZED CORDIALITY OF TALKS. (COMMENT: MERCADO WAS CLEARLY TRYING TO SHOW THAT HIS TALKS WITH CALLAWAY PRODUCED "RESULTS" AND HE SEIZED UPON \$20 MILLION FIGURE AS AN ACCOMPLISHED FACT. IN ACTUALITY, MERCADO KNOWS THAT PERU IS RECEIVING \$15 MILLION IN FMS CREDITS IN FY 1974 AND THAT \$20 MILLION HAS BEEN PROPOSED BUT NOT APPROVED FOR FY 1975.)

16. COMMENT: WHILE THE PERUVIANS WERE NATIONALISTIC AND BOASTFUL ABOUT THEIR REVOLUTION, IT WAS OBVIOUS THAT THEY VALUE U.S.-PERUVIAN MILITARY COOPERATION AND WANT TO STRENGTHEN IT. THEY RESENT PREVIOUS FMS SUSPENSIONS AND WHAT THEY VIEW AS U.S. FAVORITISM TOWARD CHILE, WHICH HAS BEEN ELIGIBLE FOR FMS ALL ALONG. I BELIEVE THE SECRETARY CALLAWAY'S VISIT HAS SERVED TO CLEAR THE AIR AND CONTRIBUTED SIGNIFICANTLY TO BETTER SERVICE-TO-SERVICE RELATIONS AND BETTER U.S.-PERUVIAN RELATIONS GENERALLY.

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